Parking Committee Meeting

Wednesday, July 28, 2021
Virtual Zoom meeting – 8:30 am

City of Northville is inviting you to a scheduled Zoom meeting of the Parking Committee.

Zoom invite: https://us02web.zoom.us/j/87871072106
Meeting ID: 878 7107 2106
Phone Calls: 1-312-626-6799

AGENDA

1. Hage Auto Proposal for EV Charging Station Replacement (Attachment 1)
   A. Proposal (Attachment 1.A)
   B. Locations for expanded system
   C. EV Charging Usage over previous year (Attachment 1.C)

2. No Parking Signs in Intersection of Main/Center (Attachment 2)

3. Old Business

4. Adjourned

To: Parking Committee

From: Lori M. Ward, DDA Executive Director

Subject: EV Charging Stations

Date: July 29, 2021

Background:

The DDA and DPW met with representatives of Fleis & VandenBrink (F & V), the City's Engineering firm, two weeks ago to discuss the possibility of having F & V assist with the upgrade of the City/DDA's EV charging Equipment. The upgrade would include adding a method of payment to the chargers so that the DDA won't be paying the bill for the energy consumption which is currently running about $5,000 a year. F & V included a staff member out of their Grand Rapids office that is knowledgeable about EV charging stations and would be involved in the project.

Analysis:

F & V reviewed a list of area vendors provided by Detroit Edison and reached out to several of them that appeared to have the qualifications that the DDA/City required. After discussing the DDA/City project F & V recommended vendor, Hage Auto out of Detroit. Hage Auto has teamed up with Enel X Red E Charging. Hage would assist the DDA/City in acquisition, installation and maintenance of the charging units. A pay station would be installed and the DDA would get a portion of the revenue paid by users (currently the units cost the DDA $5,000 a year). In addition to the two charging stations behind 120 W. Main Street, Hage is suggesting that the DDA/City install charging stations at the two locations on Main Street where the infrastructure is already available and ad 4-6 new charging stations in the lower level of the Cady Street Parking Deck. The contract would be for 10 years and the DDA would receive 10% of the revenue. Hage is available to start the project as soon as the contract is executed.

It was suggested by City Administration that the proposal, including the location of the proposed new charging stations be reviewed by the DDA's Parking Committee. Attachment 1.B shows the current locations of the proposed EV charging stations. The DDA staff is looking for input from the Committee on the proposed locations.

Budget:

The DDA currently pays approximately $450 a month in electrical costs to support the two charging stations. Initially the cost of the electricity was sponsored by Up2Go, a Northville Downtown Business. When the initial sponsorship agreement expired, UP2Go declined to renew. Under the terms of the new agreement, Hage Auto would be responsible for the acquisition, installation and maintenance of the new equipment and would collect the revenue charged for use of the stations. The DDA would be reimbursed 10% of the revenue collected. The DDA would not assume any charged associated with the development and maintenance of the charging system.

Attachment 5

Northville
Red E EV Charging
Proposal

WHY EV CHARGING

With automakers investing billions of dollars into Electric Vehicles, it is clear that the future of the car will be electric

PROMOTE SUSTAINABILITY

Electric Vehicles are **zero emissions which are better for the environment** and promote a sustainable lifestyle. EVs are also silent creating a large reduction in noise pollution.

GENERATE REVENUE

Drive **additional revenue through EV charger use** and increased traffic to your destination

BUILD BRAND AWARENESS

Increase **brand awareness** tabout your location by promoting EV initiatives ad presence on apps and various driver platforms.

DRIVE TRAFFIC

EV Chargers drive **additional traffic to your distinct stores, restaurants and entertainment**

WHY RED E CHARGING

LAUNCHED IN 2020, Red E Charging is an Electric Vehicle Charging Network providing the **easiest to use** chargers, at the **most high-value locations**, with the **most competitive pricing**

15+ Years Experience

- Vehicle design
- Public + private sector advisory
- Fleet conversions
- Charging infrastructure
- A HAGE Automotive Company

Strategic Partnerships

- Enel X Strategic Partner
- Best-in-class technology
- Preferred technology vendor for multiple utility providers

80+ Site Hosts

- Majority municipal downtown parking
- Located throughout eight states
- On track to be Michigan's largest public charging network in 2021

SITE HOST PROGRAM

NO COST
We pay for all hardware, installation, insurance, utility bills, and connectivity

STRATEGIC CONSULTATION
We leverage our extensive experience and work with our hosts to find the best site to maximize usage and impact while minimizing disruption

COMPREHENSIVE SERVICE
We handle all aspects of the paperwork needed to get a site online including permitting, new address applications, inspections, and commissioning

NO MAINTENANCE
Our team operates and maintains all equipment ensuring 97%+ up time

GROW REVENUE
We provide monthly usage reports and deposit a share of the revenue earned directly to the site host each month

TECHNOLOGY OVERVIEW

Best-in-class technology future-proofed and designed for user friendliness

LEVEL 2 CHARGERS

Application: Destination sites
Charging Speed: 19.2 kW
Time to Full Charge: ~2-4 hours
Installation: Wall Mount, Pedestal
Typical use case: "Destination" EV charging offered to locals and downtown visitors to charge while shopping, dining out, enjoying parks, etc. EV guests typically spend 1-2 hours at destination

Project Overview

Existing EV Lot

Replace 2 existing charger stands with 1 center mounted dual port pedestal with retractable cables. Chargers will be upgraded to 80A 19.2kW from existing 32A 7.6kW. Intended for downtown visitors and short term employee charging.

Main St

Use existing conduit run to install 1 dual port 80A, 19.2kW pedestal charger with retractable cables. Intended for downtown visitors. High visibility to promote Northville's EV & sustainability initiatives.

E Cady St Parking Deck

Install 6 wall mounted, 80A, 19.2kW chargers on the north wall of the first floor of the parking deck. Intended for longer stay parking and employees. Reduced rate to incentivize longer stay regular users.

NEXT STEPS

Next steps detailed below for Red E Charging to bring EV charging to Northville

Contract Review

- Term length (10 years)
- Revenue share $0.03/kWh (~10%)
- Location and technology review

Project Kick-Off

- Prep hardware
- Pull permits
- Break ground

CONTACT

Abass El-Hage
Founder & CEO
abass@hageauto.com

Kevin M. Kardel
Chief Operating Officer
kkardel@hageauto.com

Alphonse Nepi
VP of Business Development
alphonse@hageauto.com

redecharge.com

RED E CHARGING

Attachment 5

SITE HOST OVERVIEW

NO COST

We pay for all hardware, installation, insurance, utility bills, and connectivity

NO MAINTENANCE

Our team operates and maintains all equipment ensuring 97%+ up time

GROW REVENUE

We provide monthly usage reports and deposit your revenue sharedirectly in to your bank account each month

enel x + HAGE AUTOMOTIVE =

A world leader in sustainable energy solutions and 15+ years of EV experience both working for you

EASY TO USE

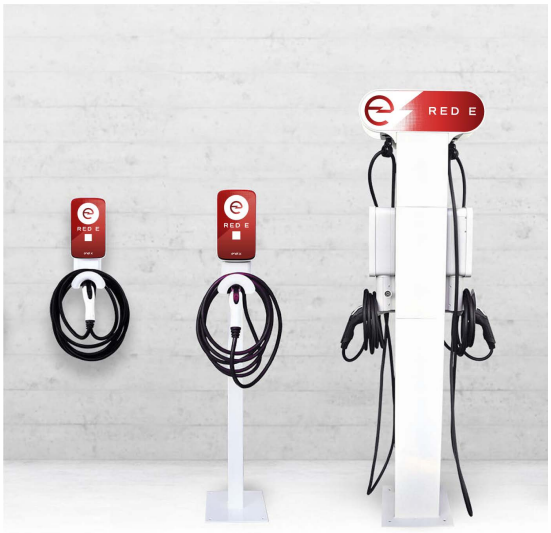
Our chargers never require apps, memberships, or RFID. Drivers of any vehicle can just scan the code, pay, and charge or simply swipe a credit card

FUTURE PROOF

We only deploy the latest available ,scalable technology so your site is always the fastest around.

BEST IN CLASS

We use our lessons learned from working on some of the world's largest EV projects to bring world class solutions to your city



GET ON THE MAP

Adding EV charging will drive additional traffic to your location as drivers search for destinations that offer this amenity. Every charger is visible on all available charging apps, Google maps, Waze and others showing the world that you are a sustainable destination.

GO GREEN

EVs drastically reduce carbon emissions and noise levels in your city. Adding EV charging to your municipality is a big step to making it a cleaner quieter place to live, work, and visit.

RED E CHARGING

SITE HOST DETAILS

TURN KEY NO COST FAST CHARGING

SITE SELECTION

We leverage our extensive experience and work with our hosts to find the best site to maximize usage and impact while minimizing disruption and cost

PERMITTING

We handle all aspects of the paperwork needed to get your site online including permitting, new address applications, and inspections

MAKE READY

Our project managers work directly with your local utility provider to ensure adequate power is supplied and installed to power the charging stations.

INSTALLATION

Our team of master electricians and construction crew will professionally install all charging equipment, signage, and bollards at **no cost** to the our hosts.

OPERATIONS

We provide monthly usage reports so you can see how the chargers are being used. We also handle all billing including costs of electricity, insurance, and connectivity.

REVENUE

At the end of each month our site hosts will receive a revenue share directly deposited to their bank account.

MAINTENANCE

We receive **real time notifications** of any issues with our equipment. As certified maintenance partners for all hardware we use, we will handle any maintenance issues **within 72hrs** ensure a **97% up time** all at no cost to our site hosts.

HAGE AUTOMOTIVE

RED E CHARGING

enel X

RED E Charging is a HAGE Automotive Group company and strategic partner of Enel X

+1 313 262 7622
www.hageauto.com

80A L2

JuiceBox® Pro 80 Specifications

RED E CHARGING

ENERGY STAR

c UL us LISTED

Electrical Characteristics	› Power: 80A, 19.2 kW › Single phase input: nominal voltage 208/240 VAC, voltage range 177 – 264 VAC
Input Cable & Plug	› 2.3 ft (0.7m) UL-rated hardwire conduit & wiring
Output Cable & Connector	› 25 ft cable › J1772 standard compliant
JuiceNet® Smart Charging Platform	› Precision measurement of power, energy, voltage & current › Web-based portal: set rates and charging hours; monitor charging status and consumption data for individual devices or groups of devices; control station access; set payment rates; load management › Driver app to monitor and pay for charging (iOS & Android) › Refer to the JuiceNet Business and JuiceNet Enterprise data sheets for more on the capabilities of each dashboard
Connectivity	› WiFi: 802.11 b/g/n 2.4 GHz › Integrated Cellular: LTE (optional) › JuiceRouter: Connect up to 16 chargers with WiFi-to-LTE router (optional) › Ethernet: 10/100BASE-TX with RJ-45 connector (optional) › Optional RFID: Access control enabled through RFID card
Firmware	› End-to-end AES-256-based encrypted protocols › 90-day, 15-minute interval data storage › Over-the-air (OTA) upgradeable firmware › Persistent data storage upon power interruption
Enclosure	› Dynamic LED lights show charging status: network connectivity, charging in progress, delaying charging, standby › Weatherproof, dust-tight, polycarbonate enclosure: NEMA 4X › Quick-release wall mounting bracket included › Built-in security lock and integrated cable management › Operating Temperature: -40°F to 140°F (-40°C to 60°C)
Weight & Dimensions	› Main enclosure: H: 18.5 in (469 mm) x W: 6.8 in (173 mm) x D: 5.8 in (147 mm)
Codes & Standards	› FCC Part 15 Class B, NEC 625 compliant, ENERGY STAR®† › ISO 15118 support (optional) › OCPP 1.6J and OpenADR 2.0b compliant
Safety	› UL and cUL Listed
Warranty	› 3 year limited parts warranty
Made in USA	› From domestic & imported parts

†Varies by model, certifications pending.

2020.01.16

+1 313 262 7622
www.hageauto.com

HAGE AUTOMOTIVE

RED E CHARGING

enel x


a Destination Charger
EV Charging
Visitor Lot
Simply Wine
Delivery
N Center St
Orin Jewelers
Jewelry store
Great Harvest Bread Co
Takeout • Delivery
Northville Nail Boutique
ational Realty
s of Northville
EV Charging
Main St Visitor
Le George Mediterranean
Bar & Bistro
Takeout • Delivery
Joseph's Coney Island
Takeout
Lucy & the Wolf
Takeout
Table 5
Takeout
Maincentre
Genitti's Hole-in-the-wall
Takeout
Browndog Barlor
& Restaurant
Takeout
le Square
Northville Eagles
Bikram Yoga
Mary Alexander Ct
EV Charging
Parking Deck Ground Level
Long Term/Employee
RE/MAX Dream
Properties
S Center St
The UPS Store
Tirami Su
Takeout
Coldwell Banker Weir
Manuel-Northville
E Cady St
E Cady St
W Cady St

From: Abass Elhage
To: Lori Ward
Subject: Re: Northville
Date: Monday, July 26, 2021 12:48:37 PM

Hi Lori

Yes, below is a little summary of the usage from the months provided.

MONTH	YEAR	kWh
Feb	2021	1566
Jan	2021	1694
Dec	2020	2004
Nov	2020	1955
Oct	2020	2886
Sept	2020	1950
Aug	2020	1673
July	2020	1586
June	2020	1141
May	2020	1413
April	2020	1848
Average kWh/Month		**1792.36**
Average hours of charging/Month @10kW		**179.24**
Average hours of charging/day @10kW		**5.97**

As charging is currently free I think this usage will be likely higher than it will be once it switches to being paid. On average we have seen between 30-50% decrease in usage when switching from free to paid charging. That being said I think the fact the chargers will be faster and work more reliably will help keep this decrease on the lower end rather than the higher end. We will also be marketing the chargers which should help as well.

Let me know if there is any additional info I can provide or feel free to give me a call direct to talk through it in detail.

Best

Abass El-Hage
Founder / CEO

M: +1-313-414-4321 | www.hageauto.com

Attachment 2

Google Maps

Police Car

Water barricade

Type 3 orange/white barricade

Flower Pots

New barricade w/ No Parking sign